



ARMY ACQUISITION REFORM



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M9 ACE Saves \$4.3M in Production Costs

Current production contract is for 121 vehicles for U.S. Marine Corps and Army National Guard. TACOM worked with customers and the contractor, UDLP, to streamline the scope to eliminate unnecessary deliverables, inspection, acceptance testing, and a non-cost effective warranty. TACOM reduced the scope of the Government first article testing and eliminated comparison production test. The winch was broken out to enhance competition. These savings allowed financing of fielding expenses and vehicle upgrades.

COE Partnering Program

In 1991, the Army Corps of Engineers (COE) started a partnering program, outside the contract, with industry for construction contracts over \$100K which lowered costs, reduced changes, reduced construction time, and reduced adversarial relationships with its contractors. The Kansas City District reported its program for 10 contracts:

- Lowered cost growth by 39%
- Reduced time growth by 56%
- Reduced mods by 29%

ALPHA Contracting at MICOM

The MICOM Acquisition Center recently teamed with DCAA, DLA and Texas Instruments to expedite award of a spares buy for the Avenger Laser Range Finder System. Using **ALPHA** contracting techniques, which entails evaluation, discussion, and negotiation of proposal elements concurrent with the development of the proposal, the normal 90 day evaluation and negotiation period was reduced to less than 10 days and the award processing time from 30 to 23 days.

Another Modernization Mechanism

DOD FAR Supplement (DFARS) Subpart 217.70 and 40 USC 481(c) provide a little known/used authority to trade-in non-excess, used, obsolete, unservicable equipment on the purchase of similar items. The rules are found in DFARS and Chapter 6, DOD Regulation 4140.1-R. Creative uses of this authority include a system contractor taking in old equipment for foreign or other sales while giving us a discount on the latest models.